



Bell Potter Healthcare Conference

19 November 2024



Oneview Healthcare PLC | ABRN: 610 611 768

Oneview at a Glance

Track record of success with leading enterprise healthcare systems

- Enabling the “Connected Patient Room” with cloud-based, modular SaaS products
- 110 hospitals across 24 health systems using Oneview including leading US hospitals

Scalable, recurring revenue business model

- Subscription software with high-margin recurring revenue
- “Land and expand” in healthcare enterprises, growing bed share and up-selling opportunity of 92% from new product launches in 2024
- 3-5 year contracts with strong retention and high Customer Lifetime Value

Significant market opportunity and tailwinds






- Growing demand for in-patient virtual care, due to staffing and financial pressures in the key US market
- Large TAM/SAM and bedside technology now in the mainstream adoption phase per Gartner

Strongly positioned for North American distribution

- North American commercial distribution through Baxter Value-Added Reseller partnership (recently extended to 2027 and expanded to Canada)
- Strong pipeline of direct and partner sales opportunities

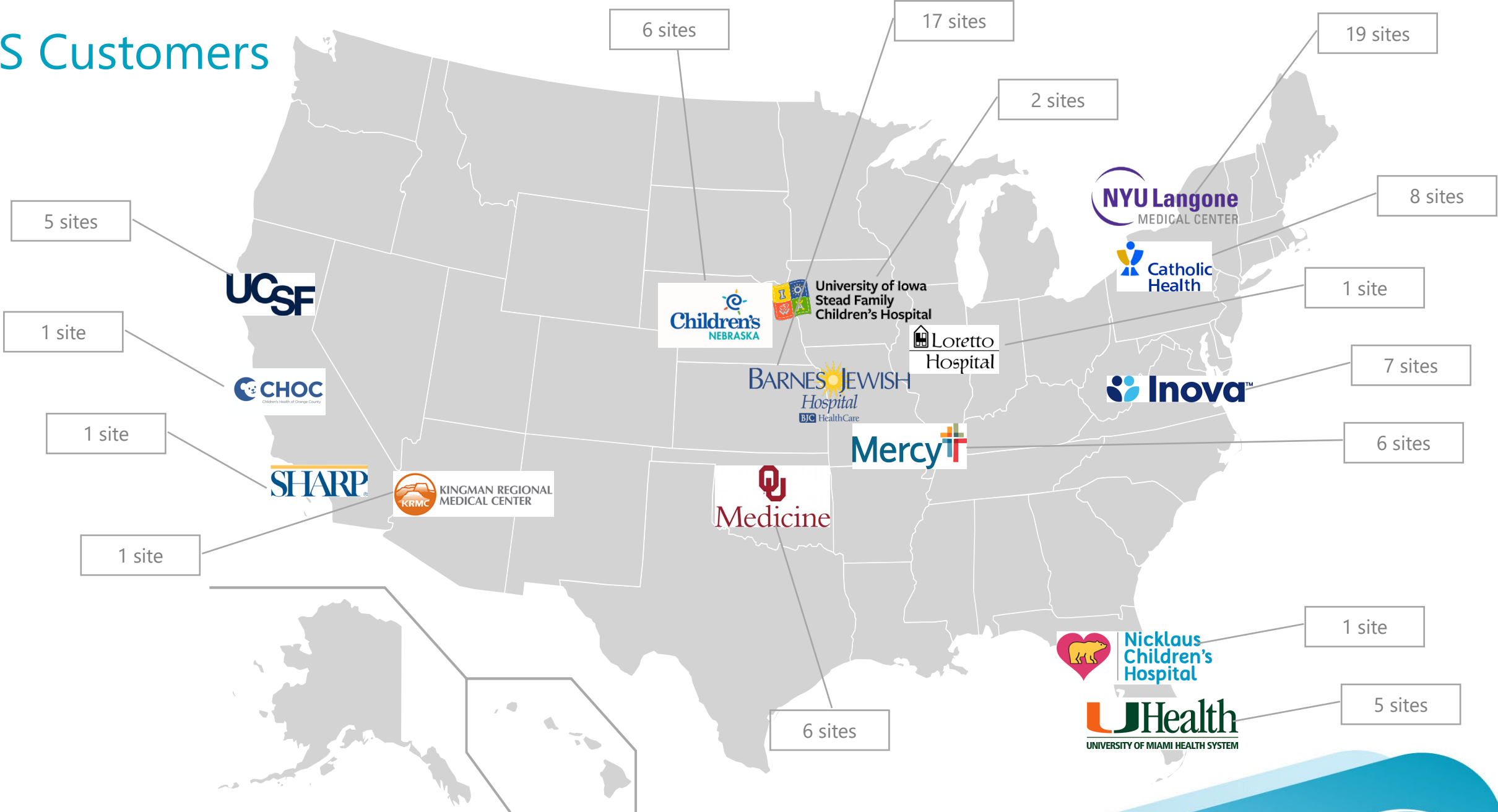
Growth opportunities

- Care model innovation in the US market
- Customers in Asia, Australia and Europe with future expansion potential as healthcare digitalisation matures outside the US
- MyStay Mobile SaaS product provides growth opportunity in financially sensitive markets.

| | | | |
|---|--|--|---|
| €7.1 million | 73% | 6.5 years | 3-5 year |
| Annualised Recurring Revenue ¹ | Gross margin ¹ | Average customer tenure | customer contracts |
| 110 | 50+ | Over 710k | 95 |
| hospitals globally | system integrations | patients impacted in 2023 | Oneview staff globally |
| Enterprise Healthcare System Customers |   |   |  |

¹ Based on HY2024 Interim Financial Report

US Customers



Oneview Care Experience Platform

Solutions for the Patient & Family

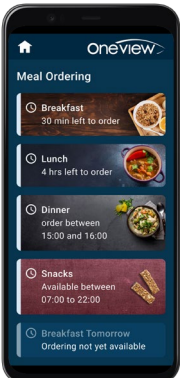
Solutions for the Care Team



Cloud Start
Patient Tablet/TV



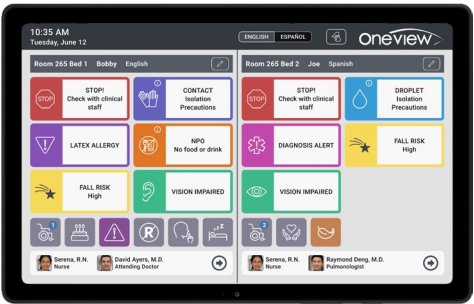
Cloud Enterprise
Patient Tablet/TV



MyStay
Mobile



Digital Whiteboard



Digital Door Sign

 Powered by integrations with the Smart Hospital

Electronic Health Record

Virtual Care & Interpretation

Dietary

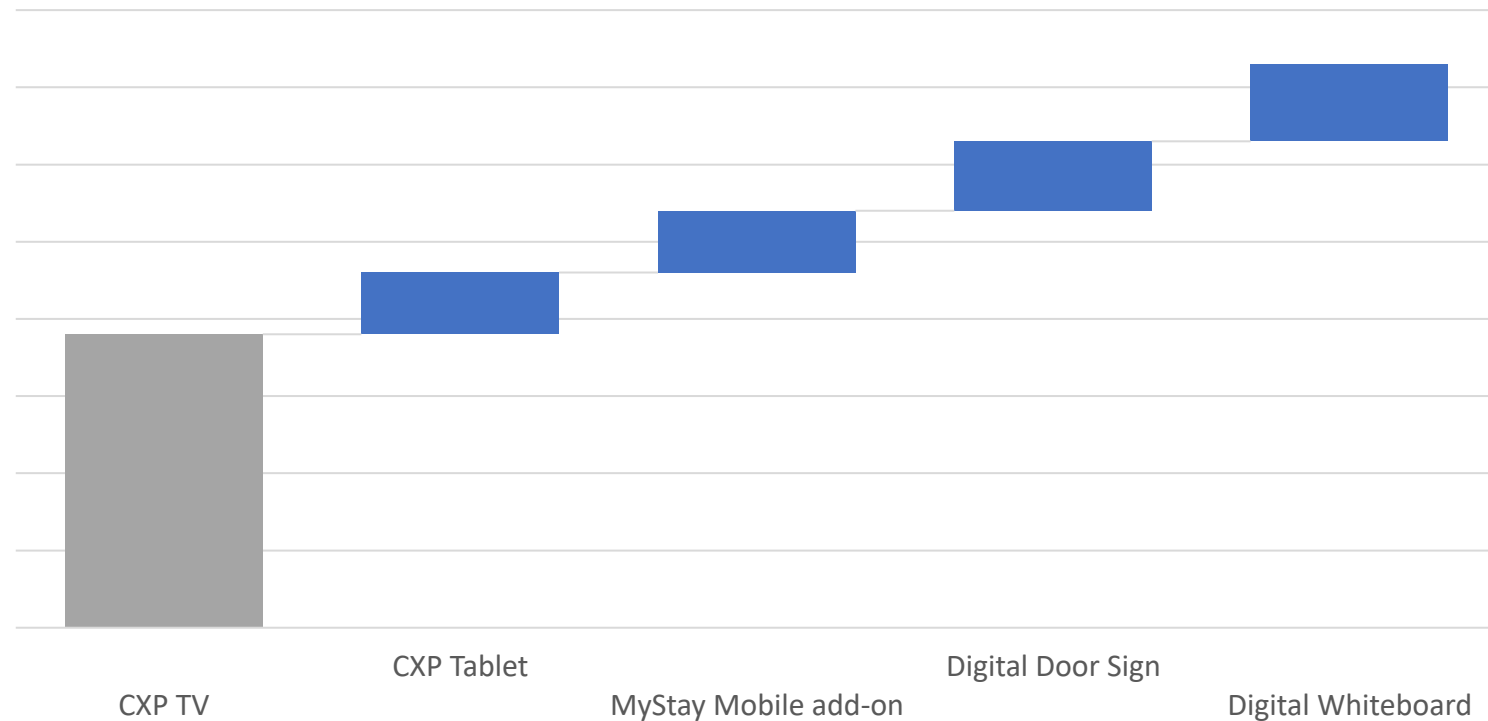
IoT/Building Automation

Mobile Integrations

Upsell Opportunities

- Add-on products can drive up to 92% upsell in Per Bed Per Day revenue over core platform
- Modular nature of products lends itself to up-selling during customer lifetime
- Customers can choose product mixes per facility to suit needs/infrastructure

% Per Bed Per Day Uplift



Growth Drivers

1. Virtualisation of Care
2. Baxter Reselling Agreement
3. MyStay Mobile

Virtual Care Definition

Virtual Nursing

- Admission Interviews
- Patient Education
- Nurse Rounding
- Discharge Planning/Preparation

Virtual Monitoring

- Tele ICU
- Remote Monitoring

Virtual Consults

- Specialty Consults
-



Acute virtual care is different to outpatient/ambulatory virtual care

Virtual Nursing Opportunity

Virtual nurses augment floor nurses to perform non-physical care

66% of CNOs

believe virtual nursing will become integral to care delivery models in acute patient care

17% of CNOs

have implemented virtual nursing in some form

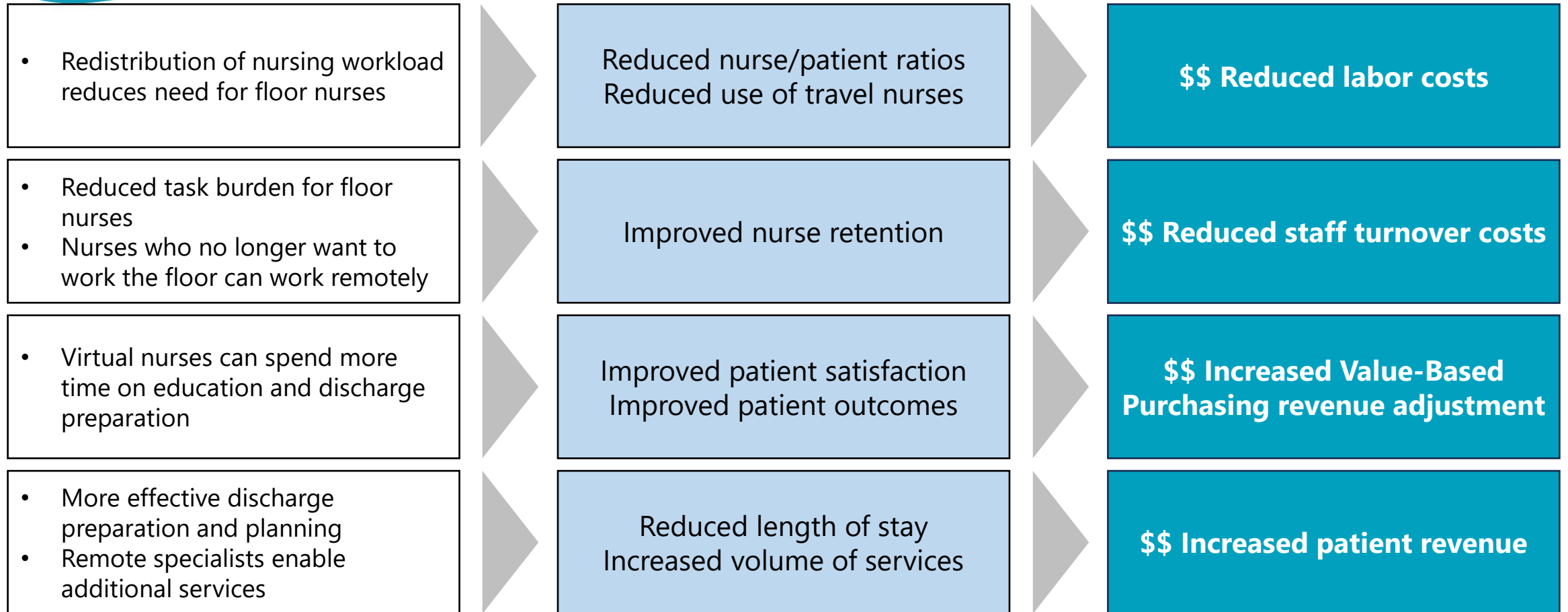
47% of CNOs

are in process of implementing/ piloting or considering implementing

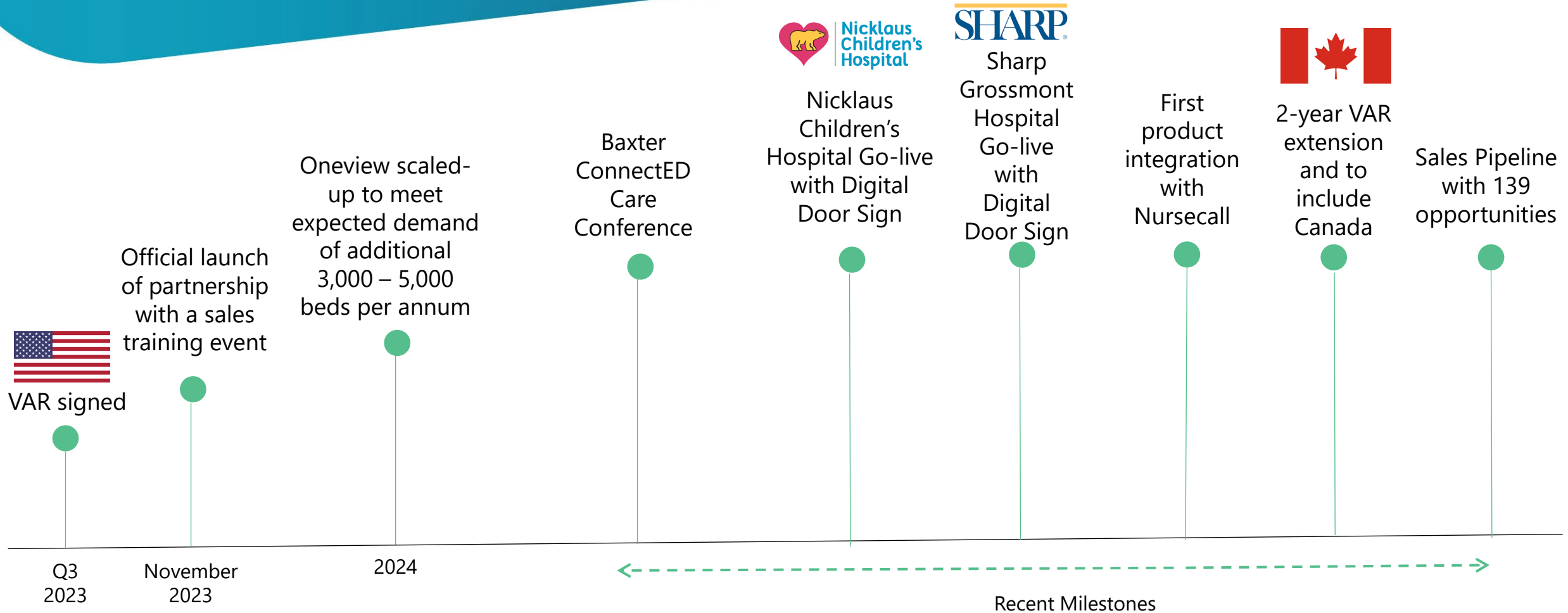
Examples include admission interviews, patient education, answering questions and discharge preparation, skin checks, administration of high-risk medications / blood products.

Benefits could include improved nurse satisfaction and retention, reduction in call light response time, improved patient satisfaction, reduction in length of stay, and reduction of staff costs through greater leverage

Value Proposition



Baxter Timeline



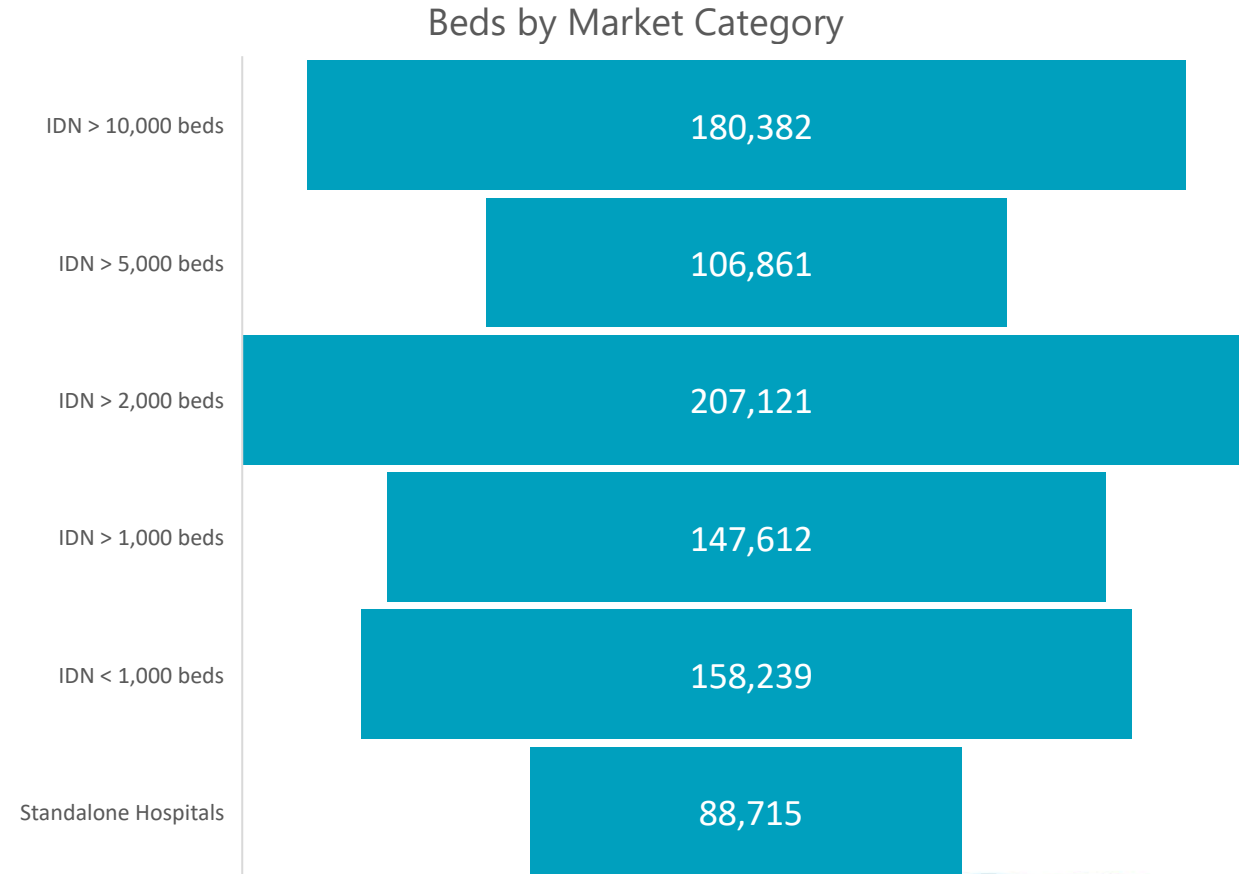
US Market Opportunity

Total Addressable Market in the US is ~890k beds

Integrated Delivery Networks account for 90% of TAM

- Top 10 orgs account for 180k beds, 20% of TAM
- Top 94 orgs account for 494k beds, 56% of TAM

Standalone Hospitals account for 10% of TAM



Baxter Marketing

Social Media

4th November 2024

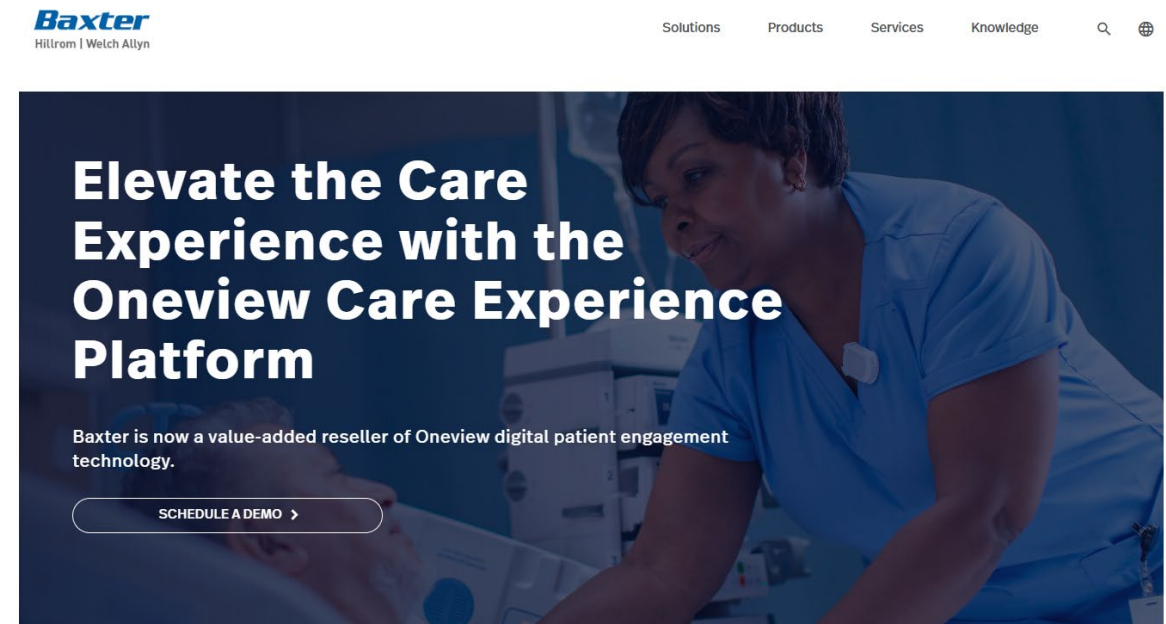


Structured Social Media campaigns planned during November and December

Lead Generation

Agreement in place with third-party inside sales vendor targeting 150 additional qualified leads in the next 6 months

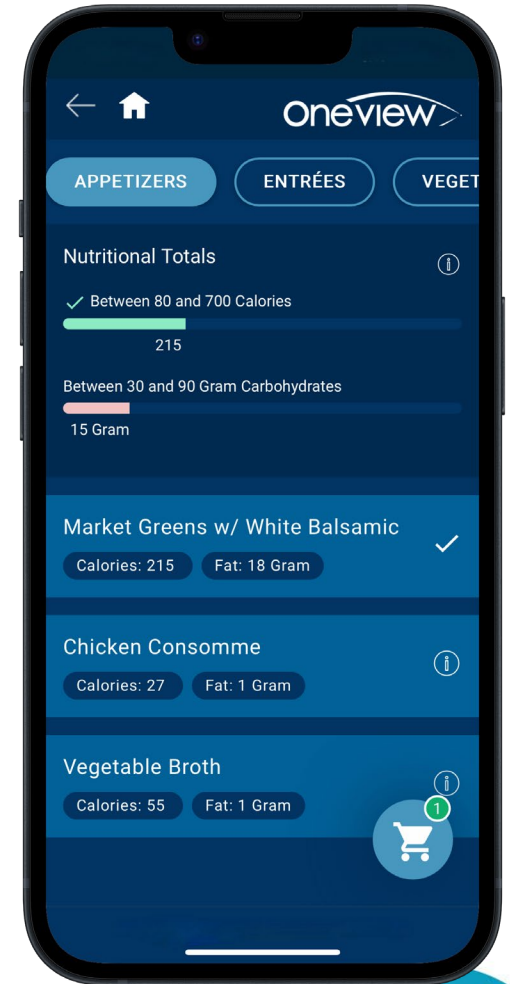
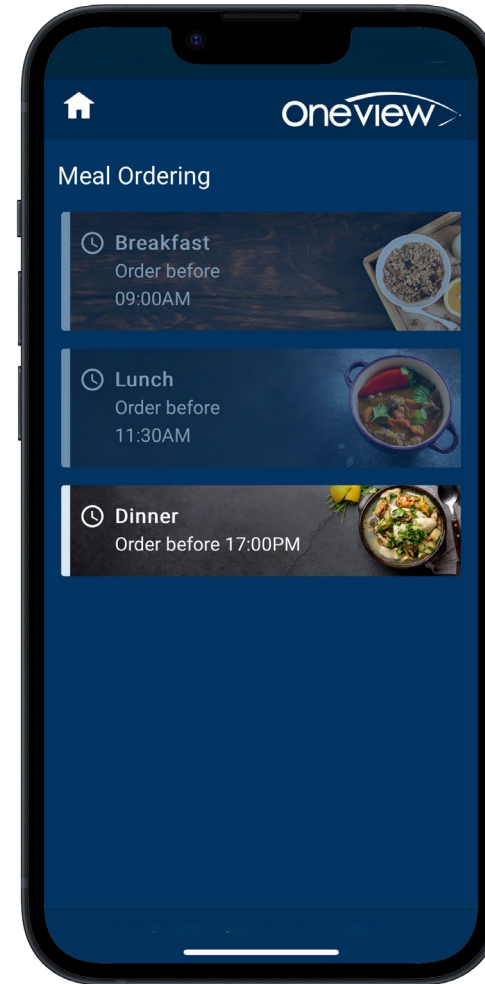
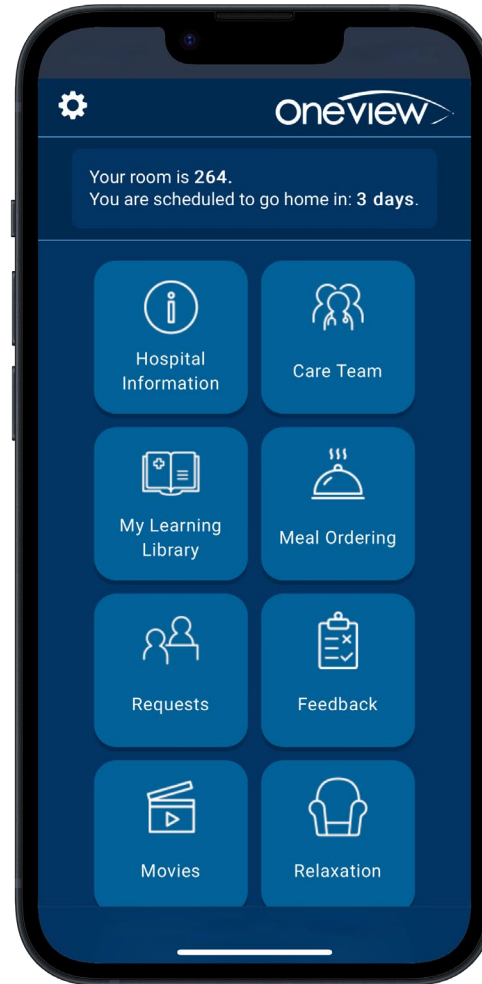
Baxter Website



<https://www.hillrom.com/en/solutions/oneview-care-experience-platform/>

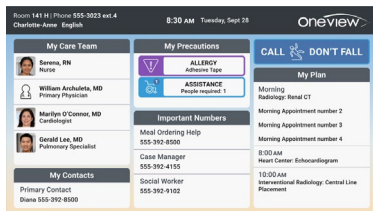
MyStay Mobile

- Capital-constrained healthcare providers require a solution that balances **affordability** with **quality patient care** and **reduced task burden for nursing**
- Oneview's MyStay Mobile product brings the **power of our industry-proven Care Experience Platform** to patients' own devices
- US market response:
 - Door opener for organisations that have a specific problem to solve and/or are capital constrained
 - Add-on feature to core platform to provide patients choice of how to interact
- Successfully piloted at NYU Langone Health's Long Island Community Hospital and now deploying at the Children's Hospital of Orange County.



Outlook

2024 highlights



- 3 new products delivered
- Connected Patient Room portfolio now complete
- Portfolio enables a 92% up-sell on patient TV per bed per day revenue
- Modular nature of products lends itself to up-selling during customer lifetime

2025 and beyond

- **Margin optimisation:** greater cloud leverage with containerisation, greater resource leverage through improved & self-service configuration tools
- **Powering personalisation and automation with AI:** new product currently in proof-of-concept with customers, targeting market launch in H1 2025
- **Better together:** integrating with Baxter product portfolio to optimise workflows, reduce burden for nursing and improve patient experience and outcomes

Balance Sheet

- ✓ Last week we [completed a \\$20m placement](#) to new and existing shareholders to strengthen our balance sheet, lead managed by Bell Potter.
- ✓ A \$2m SPP will open to existing shareholders on 22 November and closes on 9 December.
- ✓ This raise will allow us to capitalise on the recently announced [extension of agreement](#) with Baxter International and [expansion into Canada](#) as Value Added Re-seller of our CARE Experience Platform.
- ✓ There will be [no material uplift in operating expenses](#) this year or in FY2025 as a result of this cap raise.

Oneview

